

SELF-EVALUATION CHECKLIST FOR GOING INTO BUSINESS

The following is a series of questions designed to help determine whether your personal characteristics, attitudes, likes and dislikes are indicative of whether you are well-suited to starting your own business. Each question in this test is a multiple-choice question with three possible answers. Read over each question carefully and then enter your response in the blank provided at the left. Be as honest as possible in selecting your responses. Instructions on scoring this test are given after the ten questions.

1. ARE YOU A SELF STARTER?

- 1. Slow it down. I don't put myself out until I have to.
- 2. If someone gets me started, I can keep things going.
- 3. I am ambitious. Nobody has to tell me to get going.

2. HOW DO YOU FEEL ABOUT OTHER PEOPLE?

- 1. Most people get on my nerves.
- 2. I have plenty of friends, I don't need anyone else.
- 3. I like making new friends. I can get along with just about anybody.

3. CAN YOU LEAD OTHERS?

- 1. I let someone else get things moving. Then, if I feel like it, I tag along.
- 2. I can give the orders if someone else tells me what we should do.
- 3. I'm persuasive. I can get almost anyone to do almost anything.

4. CAN YOU TAKE RESPONSIBILITY?

- 1. There's always someone around wanting to show how smart he/she is. I say, let him/her.
- 2. I'll take over if I have to, but I'd rather let someone else be responsible.
- 3. I like to take charge of things and see them through.

5. HOW GOOD AN ORGANIZER ARE YOU?

- 1. I just take things as they come because there's always something that comes along that presents too many unforeseen problems.
- 2. I do all right unless things get jumbled. Then I quit.
- 3. I like to have a plan before I start. I'm usually the one getting things lined up when the group wants to do something.

6. HOW GOOD A WORKER ARE YOU?

- 1. I can't see how hard work gets you anywhere.
- 2. I'll work hard for a while, but I lose interest quickly.
- 3. I'm not scared of working hard. Nights, weekends, holidays, whatever it takes to get the job done.

7. CAN YOU MAKE DECISIONS?

- 1. Making decisions makes me uncomfortable.
- 2. If there's time for me to analyze all of the data, I can make a good call. On-the-spot decisions are not my forte.
- 3. I tend to make good decisions even in the heat of the moment.

8. CAN PEOPLE TRUST WHAT YOU SAY?

- 1. What they don't know won't hurt them.
- 2. I try to level with them but it's sometimes easier to give the easier answer.
- 3. Absolutely, I mean everything I say.

9. CAN YOU STICK WITH IT?

- 1. If it doesn't turn out the way I had planned, I'm out.
- 2. I'm a finisher...most of the time.
- 3. Once I start, nothing can stop me.

10. HOW GOOD IS YOUR HEALTH?

- 1. My bedtime gets earlier every single day.
- 2. I have enough stamina to make it through almost anything.
- 3. I never run down!

ADD THE TEN ANSWERS IN THE LEFT COLUMN AND ENTER THE TOTAL HERE. _____

YOUR RATING IS AS FOLLOWS:

- 30 -- Perfect score! You're very well suited to run a business**
- 27-29 -- Excellent - You may have what it takes to become an entrepreneur**
- 23-26 -- Fairly high score - You seem to be reasonably suited to self-employment**
- 18-22 -- Mediocre score - No clear indication as to your suitability**
- 16-17 -- Marginal - You may not be too well suited to running your own business**
- 13-15 -- Very low score - You may be better off working for someone else**
- 10-12 -- Extremely low aptitude for self-employment**

THIS TEST IS NOT FOOLPROOF, BUT IF YOU'VE ANSWERED THE QUESTIONS AS TRUTHFULLY AS POSSIBLE, THE RESULTS SHOULD AT LEAST GIVE YOU SOME INSIGHT ABOUT YOURSELF.